

## 2010-11 Continuing Professional Development Workshops

### **Driving Innovation with Enterprise IT – Chris Potts, 16<sup>th</sup> September**

Executives expect their IT leaders to drive business innovation. This workshop with Chris Potts will provide you with the strategy you need to fulfil and exceed those expectations. You'll take away tactics and techniques for challenging the myths and orthodoxies that stand in the way of success, and for transforming the IT budget into a portfolio of business innovations and investments.

### **You *Can* Develop Charisma! – Tom Salinsky, 14<sup>th</sup> October**

Charisma isn't something you are born with, it's a set of techniques that anyone can learn. This workshop, run by leading performance coach Tom Salinsky, will address any anxiety you feel about high-stakes interactions, and the attitudes that affect your ability to communicate powerfully. By developing these simple skills you will ease into your own charisma, learn how to present yourself with presence and charm, manage staff and superiors more naturally and lead more powerfully.

### **Tools of Influence – James Caplin, 18<sup>th</sup> November**

A major part of your role is to enable your business to change, without your being in direct control. So the degree to which IT leaders can influence others to support ideas through extended periods of development and implementation is a critical success factor. In this workshop James Caplin introduces the Cialdini model and tools of influencing to help you better understand your environment and learn how to express your ideas in ways that others will find easier to support and develop.

### **When Winners Become Leaders: Creating Winning Teams – Jeff Wolfson, 20<sup>th</sup> January**

This workshop will equip you with a success oriented attitude and mindset. Jeff Wolfson will take you through an integrated series of thought provoking discussions and exercises that cut straight to the key issues affecting people's approach to their work. You will leave with a brilliant new insight and a set of practical tools you can use to keep your teams performing at the top of their game.

### **Finance Double Header – Ian Linnegan, 16<sup>th</sup> & 17<sup>th</sup> February**

Mastery of the numbers is a key part of executive development, and its lack is a big career disadvantage. These finance workshops are recommended for graduates of the CIO Pocket MBA and other ambitious IT executives aiming for the top. They can be done individually or on consecutive days as a one-stop financial skills package.

#### **Basic Finance for IT Executives – 16<sup>th</sup> February**

This workshop will cover the basics of finance (balance sheet, income statement, P/L) and then focus on management accounts, before being brought to life by the contribution of a top UK CIO, who will share his experience in managing relationships

with the CFO and his her team, providing an insight into the language they use and where their priorities lie.

**Advanced Finance for IT Executives – 17<sup>th</sup> February**

This is an opportunity for those IT execs who are comfortable with the basics of finance and of project finance, and who now want to develop their skills further in order to be able to engage with the CFO in his / her language. It covers the budgeting process, project finance and investment analysis basics.

**Negotiating Secrets: Winning Against Professionals – Gordon Lovell-Read 17<sup>th</sup> March**

IT executives are regularly evaluating and selecting suppliers but may only experience a major negotiation a few times in a career. Suppliers are constantly doing the various types of deals, and are highly trained in negotiation strategy and tactics. We expose the secrets of professional negotiation, through a highly interactive experience, showing how to neutralize supplier gambits whilst maintaining a win-win relationship. You will leave with the confidence and knowledge to prepare and execute effective, complex negotiations.

**Listening and Speaking with Power and Integrity – James Caplin, 27<sup>th</sup> & 28<sup>th</sup> April**

Everyone in IT can benefit from communicating more powerfully. This is equally true from the risk averse to the hot kids from e-business: senior and middle managers, as well as those in the junior levels. In addition to enabling participants to communicate more powerfully, these workshops will encourage you to tap into and use both your formal and informal networks, within and outside the business.

**Powerful Listening - 27th April**

Skilled listening is the key to effective communication, which will clear the log-jams that prevent colleagues from hearing the key messages. This workshop will improve teamwork due to a deeper understanding of each other, enhance creativity as a result of everyone engaging more fully with each other, reduce misunderstanding within IT, and between IT and business partners, and improve relationships with business partners through more attentive response. It is highly effective with people who have already attended James Caplin's acclaimed Presentations course.

**Powerful Speaking – 28<sup>th</sup> April**

This workshop is designed for people who are uncomfortable with presenting or speaking out when the stakes are high, or those who are confident but wish to refresh and reinvigorate their personal impact. James is a leading authority on presenting yourself powerfully, and brimful of tips and techniques to give you the confidence to raise the bar on the standard and impact of your communication and to deliver what your audience needs every time.

**Skills of Leadership: Coaching IT Specialists – Brinley Platts, 19<sup>th</sup> May**

Great leaders are also great coaches. When you need people to perform at their peak coaching is the key leadership tool. In this workshop, one of our leading IT executive coaches shares the coaching approach to leadership performance and the core principles

behind it. You will be introduced to a powerful coaching framework, and have the opportunity to practice your coaching skills, receiving feedback and tips in a supportive and safe environment.

**Personal Brand & Career Success for IT Executives – Cathy Holley, 16<sup>th</sup> June**

Career planning is dead! In these days of increasing globalization, rapid change and uncertainty, it is impossible to plan where you will be in 5-10 years, much less make it happen. That means though, that it is more important than ever to be clear on what you bring to your roles and in which direction you want to progress. In this workshop a leading international head hunter, a career specialist and a top CIO will help you to create your executive brand and powerfully present yourself to the world.